



News Release

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SBA HONORS LOCAL SMALL BUSINESS FOR ITS SUCCESS AND CONTRIBUTIONS TO THE COMMUNITY

Hartford – The U.S. Small Business Administration (SBA) has named brothers **Al & Carl Lucchino**, Co-owners of **Harley-Davidson/Buell of Danbury** 2005 Small Business Person(s) of the Year.

“Al and Carl Lucchino are outstanding examples of what can be accomplished through hard work, determination and talent,” said the SBA’s Regional Administrator Charles E. Summers, Jr. “They have taken Harley-Davidson/Buell to unprecedented levels of growth for a small business and is a model of community involvement and service. I am extremely pleased that Connecticut has named them Small Business Person of the Year for 2005.”

At an early age growing up in Chappaqua, NY Al Lucchino became fascinated watching his neighborhood friends at an early age growing up in Chappaqua, NY Al Lucchino became fascinated watching his neighborhood friends ride around on motorized mini-bikes. Over the next few years his fascination grew and on his 11th birthday his parents surprised him with his first mini-bike, a Suzuki. A year later he was riding a larger trail bike and 18 or so months later he had an off-road racing bike. By age 19 after purchasing his first Harley-Davidson he was hooked. Al’s younger brother Carl also shared the same passion.

Both brothers went on to college and pursued other careers but their passion for Harleys never faded. That’s probably because one thing never changed; they always loved and rode motorcycles, and to them a Harley is the only true bike.

After years of talk about owning a dealership the brothers began an active search and in 1994 they purchased a 1,000 sq. ft Harley dealership in Brewster, N.Y. Realizing that a good location is crucial for a thriving Harley business, the brothers also purchased land in Danbury, CT with the help of the Housatonic Industrial Development Corporation (HIDC) utilizing a U.S. Small Business Administration 504 loan. Their first building on the Danbury site, a 10,000 sq. ft. facility, was built in 1995 and had a staff of 8. Attracting customers throughout the tri-state, they quickly outgrew this facility.

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In 2002 the Lucchino's faced their biggest challenge, planning and building a new facility to meet the needs of their growing Harley dealership. They already had a great location, and decided to tear down the old facility, and for the next 1 ½ years divided their services. They moved the showroom to one location and their service and parts department to another during the construction. Paying for this expansion also proved to be a challenge. So for this \$4 million dollar expansion the brothers once again turned to the SBA 504 loan program and the Saving Bank of Danbury.

Today the newly expanded 30,000 sq. ft. storefront is the newest and largest Harley-Davidson dealership in the Metropolitan area serving Connecticut's Fairfield and Litchfield Counties and parts of New Haven and Hartford Counties. The dealership also draws many customers from NY State's Putnam and Westchester Counties and Long Island, Pennsylvania and Massachusetts. Set on a 1.75 acre lot, the multi million dollars, two story structure has a massive showroom which houses more than 70 new or pre-owned Harley-Davidson/Buell bikes on display. It also has the Metropolitan area's only state-of-the-art, fully engineered dynamometer facility. The dealership has steadily grown with annual revenues quadrupling from 1995 to 2004, and now employs over 33 staff members. The rapid growth of their business since they first opened their doors and their recent expansion shows the brothers well prepared for the future. When asked to explain the reason for such an ambitious expansion, Al replies, "In nine years we've more than tripled our business...we needed to triple the space to keep up with that demand."

The Lucchino's also contribute to a range of charities each year. They also launched a series of events honoring and raising funds for members of the Armed Forces wounded in Afghanistan and Iraq, and maintain an ongoing commitment of support for those who protect our freedom.

Harley-Davidson/Buell of Danbury

51 Federal Road

Danbury, CT 06810-4001

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Connecticut award recipients will be honored at an awards dinner on May 14, 2005. If you would like more information on the dinner or next year's nominations contact (860) 240-4700 or visit www.sba.gov/ct.

Small businesses have been essential to sustaining our nation's and our state's economic health. Entrepreneurs and advocates play a vital role in the ongoing business development efforts, and their accomplishments are worthy of recognition. The nomination process begins in September of each year and is coordinated by your local SBA office.

A complete list of the 2005 Small Business Week award recipients is attached.

**2005 Small Business Week Award Recipients
Connecticut District Office**

Small Business Person of the Year

Carl Lucchino and Al Lucchino
Harley-Davidson/Buell of Danbury

Small Business Exporter of the Year

Todd DiPentima
Pegasus Manufacturing, Middletown

SBA Family-Owned Business of the Year

Robert B. Munson, Karen F. Munson, and.
James M. Florence
Munson's Chocolates, Bolton

Financial Services Champion

Dennis F. Brown
Counselor, Connecticut Community
Investment Corporation

Minority Small Business Champion

Reverend John H. Scott, III
Professor, Gateway Community College
State and Regional Champion

Small Business Journalist

Scott Whipple
New Britain Herald

Women in Business Champion

Janet Testa
Greater New Haven Chamber of Commerce
State and Regional Champion

Veteran Small Business Champion

Linda S. Schwartz, Commissioner
Connecticut Department of Veteran
Affairs

Sub-Contractor of the Year

E. A. Patten Company, Manchester
Regional Selection